

April 23 - 10 AM

Dear people,


Guess I covered Kobe quite thoroughly in my last letter. However, on Monday, April 21, I interviewed Kobe Matsuda at 9 AM. Told him that his prices were out of this world and too high for me to buy.

at 9:30 AM I met Mr. Yoshida, our grass mat maker, who told me that he wanted to do business with us thru NARI. We talked of GOZA mats with designs in HARLEQUIN shapes. They will try.

at 10 AM Nari Kobe came + I was taken to the office - showroom. What a tremendous building. Mr. Kenzo Nari who came with TSUNODA many years ago is head here.

Saw many more decorations here which I liked. Samples should be forth coming. Please comment + report back immediately.

Nari sell GUB @ 294 each FOB. But sample I hope. Same as Kurawama. Also NOKEN.

Also saw brandy glasses  in smoked color (198-198) @ 294 FOB dozen. Filled with candle, should prove interesting as I asked for samples. Glass ball daisies similar to AMERICAN IMPORT'S available from ~~198-198~~ gross (2" size) to \$10.45 (4") to \$14.30 (5") to \$1.45 gross to \$1.81 gross, according to size, packed in boxes of 3 doz. assorted.

I got a lot of pins + will probably buy on my return trip. Including paper parasols @ 48¢ gross. Nari Kobe is good source for cheap toys. I think. They have capital + ability, tho sometimes their prices may be high.

Had lunch with Nari manager + caught electric train for Nagoya at 2:10 PM. Reached Nagoya at 6 PM. Had OSUSHI in basement of hotel + saw a CHAMBAKA movie also in the basement.

Make appointment with Motoyoshi for 12:00 noon Tuesday, April 22 but he did not show up until he phoned for 1 PM appointment with one of his assistants who brought trays samples. Got pins which were

already sent to SF, before I left, I presume. At least
everything was very disorganized + J. Motoyoshi was
too busy with another customer to see me all the time
I was in Nagoya. I am at present fed up with this
company. I do not want to place any more orders
with him for he is inexperienced and can be
easily fooled by experienced + crafty manufacturers.

Business is fierce. I'll buy more traps only from him. By the
way, how are they being received? Please report trends
please. I'm still working in the dark.

Seems as though I may need more traps for
future selling. By the way, what are the whole
prices. I forgot.

I see that South Cal. area is not very good this
month. Could be due to the weather.
I that I placed an order for large tail panels
when I was in Tokyo, but I am happy you did too.
I asked them to ship some immediately in case if
possible. I know is say buy now for summer season.

my black, when the bell...
interesting or I order for samples...
to AMERICA IMPORTS available from...
to 1.81 you, according to size, packed in boxes...
of a lot of fur + will probably buy or sell...
return trip. Purchasing paper parcel @ 48¢ per...
hair take is good source for cheap trap. I think...
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had lunch with hair manager + caught...
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had dinner in room of hotel + saw a...
more also in the room...
Make appointment with Motoyoshi for 12 noon...
Tuesday April 22 but he did not show up until 10...
had for 1 PM appointment with one of his assistants...
who brought two samples, got hair which was